**AUTHORIZED**
**INFORMATION TECHNOLOGY SCHEDULE PRICELIST**
**GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY**
**EQUIPMENT, SOFTWARE AND SERVICES**

## SPECIAL ITEM NUMBER 132-8 PURCHASE OF NEW EQUIPMENT

FSC CLASS 7010 - SYSTEM CONFIGURATION

Servers

## SPECIAL ITEM NUMBER 132-12 - EQUIPMENT MAINTENANCE

FSC/PSC Class J070 - Maintenance and Repair Service)(Repair Parts/Spare Parts - See FSC Class for basic equipment)
Maintenance
Repair Service
Repair Parts/Spare Parts

## SIN 132-50 - TRAINING COURSES FOR INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE (FPDS Code U012)

## SIN 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

| | |
|---|---|
| FPDS Code D301 | IT Facility Operation and Maintenance |
| FPDS Code D302 | IT Systems Development Services |
| FPDS Code D306 | IT Systems Analysis Services |
| FPDS Code D307 | Automated Information Systems Design and Integration Services |
| FPDS Code D308 | Programming Services |
| FPDS Code D310 | IT Backup and Security Services |
| FPDS Code D311 | IT Data Conversion Services |
| FPDS Code D313 | Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services |
| FPDS Code D316 | IT Network Management Services |
| FPDS Code D399 | Other Information Technology Services, Not Elsewhere Classified |

**Note 1:** All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

**Note 2:** Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is <u>not</u> to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.

**Note 3:** This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product. Under such circumstances the services must be performance by the publisher or manufacturer or one of their authorized agents.

**Fig Leaf Software, Inc.**
**1523 16th Street, NW, Second Floor**
**Washington D.C. 20036**
**Telephone: (202) 797-7711 Fax: (202) 797-7715**
Internet Address: www.figleaf.com

Contract Number: **GS-35F-0094M**
Period Covered by Contract: **11/27/01 – 11/26/11**

General Services Administration
Federal Acquisition Service

Pricelist current through Modification #**PO-0028**, dated **06/02/10**.

Products and ordering information in this Authorized Information Technology Schedule Pricelist are also available on the GSA Advantage! System (http://www.gsaadvantage.gov).

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**INFORMATION FOR ORDERING ACTIVITIES APPLICABLE TO ALL SPECIAL ITEM NUMBERS**

SPECIAL NOTICE TO AGENCIES:  Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Acquisition Service. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Acquisition Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404  requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ on-line shopping service (www.gsaadvantage.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Acquisition Service Home Page (www.gsa.gov/fas) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1.        Geographic Scope of Contract:

*Domestic delivery* is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

*Overseas delivery* is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

[  ]        The Geographic Scope of Contract will be domestic and overseas delivery.
[  ]        The Geographic Scope of Contract will be overseas delivery only.
[**X**]        The Geographic Scope of Contract will be domestic delivery only.

2.        Contractor's Ordering Address and Payment Information: Mail orders should be forwarded to the following address:

Fig Leaf Software, Inc.
Attn: Bobby Hayes
1523 16th Street, NW, Second Floor
Washington D.C. 20036

Contractor must accept the credit card for payments equal to or less than the micro-purchase for oral or written orders under this contract.  The Contractor and the ordering agency may agree to use the credit card for dollar amounts over the micro-purchase threshold (See GSAR 552.232-79 Payment by Credit Card).   In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

Bobby Hayes, (202) 797-7711, ext. 106

3.        LIABILITY FOR INJURY OR DAMAGE

The Contractor shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

4.        Statistical Data for Government Ordering Office Completion of Standard Form 279:

Block 9:  G.  Order/Modification Under Federal Schedule Contract
Block 16:  Data Universal Numbering System (DUNS) Number: 96-961-7620
Block 30:  Type of Contractor – B. Other Small Business

Block 31: Woman-Owned Small Business: No
Block 36: Contractor's Taxpayer Identification Number (TIN): 52-1643439

4a.     CAGE Code: 1KT93
4b.     Contractor has registered with the Central Contractor Registration Database.

5.      FOB Destination

6.      DELIVERY SCHEDULE

a.      TIME OF DELIVERY:  The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

| SPECIAL ITEM NUMBER | DELIVERY TIME (Days ARO) |
| --- | --- |
| 132-8 | 7 days |
| 132-12 | 7 days |
| 132-50 | To be negotiated with individual ordering agency |
| 132-51 | To be negotiated with individual ordering agency |

b.      URGENT REQUIREMENTS:  When the Federal Acquisition Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery.  The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.)  If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

7.      Discounts:  Prices shown are NET Prices; Basic Discounts have been deducted.

a.      Prompt Payment: No prompt payment discount offered.
b.      Quantity: 10.5% off when 6 or more students are registered at one time.
c.      Dollar Volume: No dollar volume discount offered.
d.      Government Educational Institutions. Government Educational Institutions are offered the same discounts as are all other Government customers.
e.      Other: No other discounts offered.

8.      Trade Agreements Act of 1979, as amended:

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

9.      Statement Concerning Availability of Export Packing: N/A

10.     Small Requirements:  The minimum dollar value of orders to be issued is $100.

11.     Maximum Order (All dollar amounts are exclusive of any discount for prompt payment.)

        The Maximum Order value for Special Item Number 132-50 - Training Courses is $25,000.

        The Maximum Order value for the following Special Item Numbers (SINs) is $500,000:

        Special Item Number 132-51 – Information Technology (IT) Professional Services
        Special Item Number 132-8 - Purchase of Equipment
        Special Item Number 132-12 - Equipment Maintenance

12. ORDERING PROCEDURES FOR FEDERAL ACQUISITION SCHEDULE CONTRACTS

Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services.  These procedures apply to all schedules.

a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.

b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.


13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS REQUIREMENTS: ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference:  NIST Federal Standards Index).  Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by the Contractor.


13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS): Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication."  Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce,  National Institute of Standards and Technology (NIST), pursuant to National Security Act.  Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia  22161.  FIPS PUBS include voluntary standards when these are adopted for Federal use.  Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.


13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):  Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD."  Federal Telecommunication Standards are issued by the  U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Acquisition Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC  20407, telephone number (202)619-8925.  Please include a self-addressed mailing label when requesting information by mail.  Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD  20899, telephone number (301)975-2833.


14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2003)

(a) Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract.  All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.

(b) Travel: The Contractor may be required to travel in performance of orders issued under this contract.  Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule.  Travel in performance of a task order will only be reimbursable to the extent authorized by the ordering agency.  The Industrial Funding Fee does NOT apply to travel and per diem charges.

(c) Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered.  All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.

(d) Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered.  All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.

(e) Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract.  Ordering activities may require agency approval of additions or replacements to key personnel.

(f) Organizational Conflicts of Interest:  Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.

(g) Documentation/Standards:  The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.

(h) Data/Deliverable Requirements:  Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.

(i) Government-Furnished Property:  As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.

(j) Availability of Funds:  Many Government agencies' operating funds are appropriated for a specific fiscal year.  Funds may not be presently available for any orders placed under the contract or any option year.  The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made.  No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

(k) Overtime:  For professional services, the labor rates in the Schedule should not vary by virtue of the Contractor having worked overtime.  For services applicable to the Service Contract Act (as identified in the Schedule), the labor rates in the Schedule will vary as governed by labor laws (usually assessed a time and a half of the labor rate).

15.    CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:  Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity's convenience, and (m) Termination for Cause (See 52.212-4)

16.    GSA ADVANTAGE!

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information.  GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

    (1)    Manufacturer;
    (2)    Manufacturer's Part Number; and
    (3)    Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: NetScape).  The Internet address is http://www.gsaadvantage.gov

17.    PURCHASE OF OPEN MARKET ITEMS

NOTE:  Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Acquisition Schedule contract.  ODCs (Other Direct Costs) are not part of this contract and should be treated as open market purchases.  Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Acquisition Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if**-

    (1)    All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Acquisition Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));

    (2)    The ordering activity contracting officer has determined the price for the items not on the Federal Acquisition Schedule is fair and reasonable;

    (3)    The items are clearly labeled on the order as items not on the Federal Acquisition Schedule; and

    (4)    All clauses applicable to items not on the Federal Acquisition Schedule are included in the order.

18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

(1) Time of delivery/installation quotations for individual orders;

(2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package submitted in response to requirements which result in orders under this schedule contract.

(3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.

b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.


19. OVERSEAS ACTIVITIES

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below: N/A

Upon request of the Contractor, the ordering activity may provide the Contractor with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.


20. BLANKET PURCHASE AGREEMENTS (BPAs)

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).


21. CONTRACTOR TEAM ARRANGEMENTS

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Industrial Funding Fee and Sales Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.


22. INSTALLATION, DEINSTALLATION, REINSTALLATION

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of $2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall received less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds $2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8 or 132-9.


23. SECTION 508 COMPLIANCE.

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

**Fig Leaf Software is fully committed to providing services that adhere to the requirements of Section 508 of the Rehabilitation Act of 1973. Please contact Fig Leaf Software directly at (202) 797-7711 for specific information regarding Section 508 compliance.**

The EIT standard can be found at: www.Section508.gov/.

24.     PRIME CONTRACTOR ORDERING FROM FEDERAL ACQUISITION SCHEDULES.

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Acquisition Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –

(a)     A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Acquisition Schedule contractor); and

(b)     The following statement:

This order is placed under written authorization from _____ dated _____.  In the event of any inconsistency between the terms and conditions of this order and those of your Federal Acquisition Schedule contract, the latter will govern.

25.     INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5)

(a)     The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.

(b)     Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained.  The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—

(1)     For such period as the laws of the State in which this contract is to be performed prescribe; or

(2)     Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.

(c)     The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

26.     SOFTWARE INTEROPERABILITY.

Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability.  An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program.  Interfaces may be identified by reference to an interface registered in the component registry located at http://www.core.gov.

27.     ADVANCE PAYMENTS

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered.  Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)

**TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY NEW EQUIPMENT(SPECIAL ITEM
NUMBER 132-8**


1.	MATERIAL AND WORKMANSHIP

All equipment furnished hereunder must satisfactorily perform the function for which it is intended.


2.	ORDER

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPA) agreements shall be the basis for purchase in accordance with the provisions of this contract.  If time of delivery extends beyond the expiration date of the contract, the Contractor will be obligated to meet the delivery and installation date specified in the original order.

For credit card orders and BPAs, telephone orders are permissible.


3.	TRANSPORTATION OF EQUIPMENT

FOB DESTINATION.  Prices cover equipment delivery to destination, for any location within the geographic scope of this contract.


4.	INSTALLATION AND TECHNICAL SERVICES

a.	INSTALLATION.  When the equipment provided under this contract is not normally self-installable, the Contractor's technical personnel shall be available to the ordering activity, at the ordering activity's location, to install the equipment and to train ordering activity personnel in the use and maintenance of the equipment. The charges, if any, for such services are listed below, or in the price schedule:


**The hardware is self installable and directions for install are provided with the shipment and available online on the Google Search Appliance / Mini Documentation site:**

**http://code.google.com/apis/searchappliance/documentation/52/index.html**

**Installation & Configuration services are provided under 132-51 and typical installation time is 1 -2 days depending on the customers specific environment. Remote installation is also available (and recommended).**


b.	INSTALLATION, DEINSTALLATION, REINSTALLATION.  The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of $2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall received less than the prevailing wage rates as determined by the Secretary of Labor.  The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services.  For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract.  However, if the construction, alteration or repair is segregable and exceeds $2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act.  The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8 or SIN 132-9.

c.	OPERATING AND MAINTENANCE MANUALS.  The Contractor shall furnish the ordering activity with one (1) copy of all operating and maintenance manuals which are normally provided with the equipment being purchased.

5.  INSPECTION/ACCEPTANCE

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any equipment that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming equipment at no increase in contract price. The ordering activity must exercise its postacceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the item, unless the change is due to the defect in the item.

6.  WARRANTY

a.  Unless specified otherwise in this contract, the Contractor's standard commercial warranty as stated in the contract's commercial pricelist will apply to this contract.

**Warranty**

**7.1 Limited Warranty. Google warrants to Customer that the Hardware will be free from defects in material and workmanship, and will substantially conform to all material aspects of the Documentation, for a period of ninety days from the later of: (i) installation of the Appliance; or (ii) ten days after the date of acceptance of hardware.**

**7.2 Exclusions. The limited warranty set forth in Section 7.1 above will not apply to defects or errors in the Appliance that are caused by: (i) Customer's failure to follow Google's environmental, installation, operation or maintenance instructions or procedures in the Documentation; (ii) Customer's mishandling, abuse, misuse, negligence, or improper storage, servicing, or operation of the Appliance (including without limitation use with incompatible equipment); or (iii) modifications, repairs or improper installation not performed by Google.**

**7.3 Exclusive Remedy. Google's entire liability and Customer's sole and exclusive remedy with respect to breach of the above warranty will be at Google's option: (a) repair of the Product in accordance with the TSSG; (b) replacement of the defective component or entire Appliance, as applicable; or (c) refund of the purchase price paid for the Appliance.**

b.  The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.

c.  Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

d.  If inspection and repair of defective equipment under this warranty will be performed at the Contractor's plant, the address is as follows:

**Not Applicable**

7.  PURCHASE PRICE FOR ORDERED EQUIPMENT

The purchase price that the ordering activity will be charged will be the ordering activity purchase price in effect at the time of order placement, or the ordering activity purchase price in effect on the installation date (or delivery date when installation is not applicable), whichever is less.

8.  RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City or otherwise) covering work of this character, and shall include all costs, if any, of such compliance in the prices quoted in this offer.

9.  TRADE-IN OF INFORMATION TECHNOLOGY EQUIPMENT

When an ordering activity determines that Information Technology equipment will be replaced, the ordering activity shall follow the contracting policies and procedures in the Federal Acquisition Regulation (FAR), the policies and procedures regarding disposition of information technology excess personal property in the Federal Property Management Regulations (FPMR) (41 CFR 101-43.6), and the policies and procedures on exchange/sale contained in the FPMR (41 CFR part 101-46).

# GOOGLE SEARCH APPLIANCE PRODUCT DESCRIPTION GSA PRICING

**Note:** **Individual product descriptions are available at the following website:**
**http://www.google.com/enterprise/search/index.html**

| IM Sku | Mfr Part Number | Product Description | Country of Origin | Energy Star | Section 508 Features | Final GSA Price |
|--------|-----------------|---------------------|-------------------|-------------|----------------------|-----------------|
| BL5613 | SUP-9009-PREM3-DN | PREM SUP + HOT BACKUP 9009 MUST PERP BE LICENSED W/ A STD UNIT | US | N | Y | $430,537.63 |
| BL5610 | SUP-9009-PREM-DN | PREM SUP + HOT BACKUP 9009 MUST PERP BE LICENSED W/ A STD UNIT | US | N | Y | $307,526.88 |
| BL5285 | GB900930M3DNEDU | EDU GB9009 15MIL DOCUMENTS WITH PERP 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $794,838.71 |
| Q75446 | GB-SUP-COLLAB-DN | Collaborative Support (desktop streaming via GoToAssist) ; purchase separately per appliance | US | N | Y | $5,000.00 |
| BL5331 | GBUPG70074DNDIS | UPGRADE FROM 3M TO 5M DOCS | US | N | Y | $5,125.05 |
| BL5326 | GBUPG70074DNEDU | UPGRADE FROM 3M TO 5M DOCS | US | N | Y | $3,154.52 |
| BL5321 | GBUPG70074DNSTD | UPGRADE FROM 3M TO 5M DOCS | US | N | Y | $3,942.26 |
| BL5332 | GBUPG70075DNDIS | UPGRADE FROM 5M GB-5005/GB-7007LICS TO 10M GB-7007 | US | N | Y | $7,688.17 |
| BL5327 | GBUPG70075DNEDU | UPGRADE FROM 5M GB-5005/GB-7007LICS TO 10M GB-7007 | US | N | Y | $4,731.18 |
| BL5322 | GBUPG70075DNSTD | UPGRADE FROM 5M GB-5005/GB-7007LICS TO 10M GB-7007 | US | N | Y | $5,913.98 |
| BL5283 | GB700710M3DNEDU | EDU GB7007 10MIL DOCUMENTS WITH3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $423,913.98 |
| BL5338 | GBUPG90092DNDIS | UPGRADE FROM 15M GB-9009 TO   30M GB-9009 | US | N | Y | $12,813.23 |
| BL5336 | GBUPG90092DNEDU | UPGRADE FROM 15M GB-9009 TO   30M GB-9009 | US | N | Y | $7,885.70 |
| BL5334 | GBUPG90092DNSTD | UPGRADE FROM 15M GB-9009 TO   30M GB-9009 | US | N | Y | $9,856.24 |
| BG6466 | GBUPG9009HOTDNDIS | UPGRADE FROM 15M 9009-HOT TO   9009 PRODUCTION DISCONNECTED | US | N | Y | $15,376.34 |
| BG6465 | GBUPG9009HOTDNEDU | EDU UPGRADE FROM 15M 9009-HOT  TO 9009 PRODUCTION | US | N | Y | $7,885.70 |

| BG6464 | GBUPG9009HOTDNSTD | UPGRADE FROM 15M 9009-HOT TO 9009 PRODUCTION | US | N | Y | $11,827.96 |
|---|---|---|---|---|---|---|
| BL5616 | SUP7007PREM3DN | PREMIUM SUPPORT 7007 INCLUDES HOT BACKUP | US | N | Y | $33,118.28 |
| BL5607 | SUP7007PREMDN | PREMIUM SUPPORT 7007 INCLUDES HOT BACKUP | US | N | Y | $23,655.91 |
| BL5287 | GB70071M3DNDIS | GB7007 1MIL DOCS DISCONNECTED WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $86,107.53 |
| BL5279 | GB70071M3DNEDU | EDU GB7007 1MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $52,989.25 |
| BL5271 | GB70071M3DNSTD | GB7007 1MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $66,236.56 |
| BL5313 | GB70071M3HOTDNDIS | GB7007 1MIL W/HOT BACKUP DISC SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $34,443.01 |
| BL5307 | GB70071M3HOTDNSTD | GB7007 1MIL W/HOT BACK UP UNIT SUP ALIGNED W/PRIMARY APPL 3YRS SUP | US | N | Y | $26,494.62 |
| BL5263 | GB70071MDNDIS | GB7007 1MIL DOCS DISCONNECTED WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $61,505.38 |
| BL5255 | GB70071MDNEDU | EDU GB7007 1MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $37,849.46 |
| BL5247 | GB70071MDNSTD | GB7007 1MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $47,311.83 |
| BL5301 | GB70071MHOTDNDIS | GB7007 1MIL W/HOT BACKUP DISC SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $24,602.15 |
| BL5295 | GB70071MHOTDNSTD | GB7007 1MIL W/HOT BACK UP UNIT SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $18,924.73 |
| BL5288 | GB70072M3DNDIS | GB7007 2MIL DOCS DISCONNECTED WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $172,215.05 |
| BL5280 | GB70072M3DNEDU | EDU GB7007 2MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $105,978.49 |
| BL5272 | GB70072M3DNSTD | GB7007 2MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $132,473.12 |
| BL5314 | GB70072M3HOTDNDIS | GB7007 2MIL W/HOT BACKUP DISC SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $34,443.01 |
| BL5308 | GB70072M3HOTDNSTD | GB7007 2MIL W/HOT BACK UP UNIT SUP ALIGNED | US | N | Y | $26,494.62 |

| | | W/PRIMARY APPL 3YRS SUP | | | | |
|---|---|---|---|---|---|---|
| BL5264 | GB70072MDNDIS | GB7007 2MIL DOCS DISCONNECTED  WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $123,010.75 |
| BL5256 | GB70072MDNEDU | EDU GB7007 2MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $75,698.92 |
| BL5248 | GB70072MDNSTD | GB7007 2MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $94,623.66 |
| BL5302 | GB70072MHOTDNDIS | GB7007 2MIL W/HOT BACKUP DISC  SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $24,602.15 |
| BL5296 | GB70072MHOTDNSTD | GB7007 2MIL W/HOT BACK UP UNIT SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $18,924.73 |
| BL5289 | GB70073M3DNDIS | GB7007 3MIL DOCS DISCONNECTED  WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $258,322.58 |
| BL5281 | GB70073M3DNEDU | EDU GB7007 3MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $158,967.74 |
| BL5273 | GB70073M3DNSTD | GB7007 3MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $198,709.68 |
| BL5315 | GB70073M3HOTDNDIS | GB7007 3MIL W/HOT BACKUP DISC  SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $34,443.01 |
| BL5309 | GB70073M3HOTDNSTD | GB7007 3MIL W/HOT BACK UP UNIT SUP ALIGNED W/PRIMARY APPL 3YRS SUP | US | N | Y | $26,494.62 |
| BL5265 | GB70073MDNDIS | GB7007 3MIL DOCS DISCONNECTED  WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $184,516.13 |
| BL5257 | GB70073MDNEDU | EDU GB7007 3MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $113,548.39 |
| BL5249 | GB70073MDNSTD | GB7007 3MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $141,935.48 |
| BL5303 | GB70073MHOTDNDIS | GB7007 3MIL W/HOT BACKUP DISC  SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $24,602.15 |
| BL5297 | GB70073MHOTDNSTD | GB7007 3MIL W/HOT BACK UP UNIT SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $18,924.73 |
| BL5286 | GB7007500K3DNDIS | GB7007 500K DOCS DISCONNECTED  WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $51,664.52 |

| | | | | | | |
|---|---|---|---|---|---|---|
| BL5278 | GB7007500K3DNEDU | EDU GB7007 500K DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $31,793.55 |
| BL5270 | GB7007500K3DNSTD | GB7007 500K DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $39,741.94 |
| BL5312 | GB7007500K3HOTDNDIS | GB7007 500K W/HOT BACKUP DISCONSUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $34,443.01 |
| BL5306 | GB7007500K3HOTDNSTD | GB7007 500K W/HOT BACK UP UNIT SUP ALIGNED W/PRIMARY APPL 3YRS SUP | US | N | Y | $26,494.62 |
| BL5262 | GB7007500KDNDIS | GB7007 500K DOCS DISCONNECTED WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $36,903.23 |
| BL5254 | GB7007500KDNEDU | EDU GB7007 500K DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $22,709.68 |
| BL5246 | GB7007500KDNSTD | GB7007 500K DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $28,387.10 |
| BL5300 | GB7007500KHOTDNDIS | GB7007 500K W/HOT BACKUP DISCONSUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $24,602.15 |
| BL5294 | GB7007500KHOTDNSTD | GB7007 500K W/HOT BACK UP UNIT SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $18,924.73 |
| BL5330 | GBUPG70073DNDIS | UPGRADE FROM 2M TO 3M DOCS | US | N | Y | $2,563.12 |
| BL5325 | GBUPG70073DNEDU | UPGRADE FROM 2M TO 3M DOCS | US | N | Y | $1,576.67 |
| BL5320 | GBUPG70073DNSTD | UPGRADE FROM 2M TO 3M DOCS | US | N | Y | $1,971.72 |
| BG6463 | GBUPG7007HOTDNDIS | UPGRADE FROM 500K 7007-HOT TO 7007 PRODUCTION DISCONNECTED | US | N | Y | $513.33 |
| BG6462 | GBUPG7007HOTDNEDU | EDU UPGRADE FROM 500K 7007-HOT TO 7007 PRODUCTION | US | N | Y | $157.31 |
| BG6461 | GBUPG7007HOTDNSTD | UPGRADE FROM 500K 7007-HOT TO 7007 PRODUCTION | US | N | Y | $393.87 |
| BL5292 | GB900915M3DNDIS | GB9009 15MIL DOCS DISCONNECTED WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $861,075.27 |
| BL5284 | GB900915M3DNEDU | EDU GB9009 15MIL DOCUMENTS WITH3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $529,892.47 |

| BL5276 | GB900915M3DNSTD | GB9009 15MIL DOCUMENTS WITH 3YRSUPPORT AUTHORIZATION REQ | US | N | Y | $662,365.59 |
|---|---|---|---|---|---|---|
| BL5316 | GB900915M3HOTDNDIS | GB9009 15MIL W/HOT BACKUP DISC SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $344,430.11 |
| BL5310 | GB900915M3HOTDNSTD | GB9009 15MIL W/HOT BACK UP UNITSUP ALIGNED W/PRIMARY APPL 3YRS SUP | US | N | Y | $264,946.24 |
| BL5268 | GB900915MDNDIS | GB9009 15MIL DOCS DISCONNECTED WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $615,053.76 |
| BL5260 | GB900915MDNEDU | EDU GB9009 15MIL DOCUMENTS WITH2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $378,494.62 |
| BL5252 | GB900915MDNSTD | GB9009 15MIL DOCUMENTS WITH 2  YR SUPPORT AUTHORIZATION REQ | US | N | Y | $473,118.28 |
| BL5304 | GB900915MHOTDNDIS | GB9009 15MIL W/HOT BACKUP DISC SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $246,021.51 |
| BL5298 | GB900915MHOTDNSTD | GB9009 15MIL W/HOT BACK UP UNITSUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $189,247.31 |
| BL5293 | GB900930M3DNDIS | GB9009 30MIL DOCS DISCONNECTED WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $1,291,612.90 |
| BL5277 | GB900930M3DNSTD | GB9009 30MIL DOCUMENTS WITH 3YRSUPPORT AUTHORIZATION REQ | US | N | Y | $993,548.39 |
| BL5317 | GB900930M3HOTDNDIS | GB9009 30MIL W/HOT BACKUP DISC SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $344,430.11 |
| BL5311 | GB900930M3HOTDNSTD | GB9009 30MIL W/HOT BACK UP UNITSUP ALIGNED W/PRIMARY APPL 3YRS SUP | US | N | Y | $264,946.24 |
| BL5269 | GB900930MDNDIS | GB9009 30MIL DOCS DISCONNECTED WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $922,580.65 |
| BL5261 | GB900930MDNEDU | EDU GB9009 30MIL DOCUMENTS WITH2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $567,741.94 |
| BL5253 | GB900930MDNSTD | GB9009 30MIL DOCUMENTS WITH 2  YR SUPPORT AUTHORIZATION REQ | US | N | Y | $709,677.42 |
| BL5305 | GB900930MHOTDNDIS | GB9009 30MIL W/HOT BACKUP DISC SUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $246,021.51 |
| BL5299 | GB900930MHOTDNSTD | GB9009 30MIL W/HOT BACK UP UNITSUP ALIGNED W/PRIMARY APPLIANCE | US | N | Y | $189,247.31 |

| BL5337 | GBUPG90091DNDIS | UPGRADE FROM 10M GB-5005/7007 TO 15M GB-9009 | US | N | Y | $5,125.05 |
|---|---|---|---|---|---|---|
| BL5335 | GBUPG90091DNEDU | UPGRADE FROM 10M GB-5005/7007 TO 15M GB-9009 | US | N | Y | $3,154.52 |
| BL5333 | GBUPG90091DNSTD | UPGRADE FROM 10M GB-5005/7007 TO 15M GB-9009 | US | N | Y | $3,942.26 |
| BL5291 | GB700710M3DNDIS | GB7007 10MIL DOCS DISCONNECTED WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $688,860.22 |
| BL5275 | GB700710M3DNSTD | GB7007 10MIL DOCUMENTS WITH 3YRSUPPORT AUTHORIZATION REQ | US | N | Y | $529,892.47 |
| BL5267 | GB700710MDNDIS | GB7007 10MIL DOCS DISCONNECTED WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $492,043.01 |
| BL5259 | GB700710MDNEDU | EDU GB7007 10MIL DOCUMENTS WITH2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $302,795.70 |
| BL5251 | GB700710MDNSTD | GB7007 10MIL DOCUMENTS WITH 2 YR SUPPORT AUTHORIZATION REQ | US | N | Y | $378,494.62 |
| BL5290 | GB70075M3DNDIS | GB7007 5MIL DOCS DISCONNECTED WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $430,537.63 |
| BL5282 | GB70075M3DNEDU | EDU GB7007 5MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $264,946.24 |
| BL5274 | GB70075M3DNSTD | GB7007 5MIL DOCUMENTS WITH 3YR SUPPORT AUTHORIZATION REQ | US | N | Y | $331,182.80 |
| BL5266 | GB70075MDNDIS | GB7007 5MIL DOCS DISCONNECTED WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $307,526.88 |
| BL5258 | GB70075MDNEDU | EDU GB7007 5MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $189,247.31 |
| BL5250 | GB70075MDNSTD | GB7007 5MIL DOCUMENTS WITH 2YR SUPPORT AUTHORIZATION REQ | US | N | Y | $236,559.14 |
| BL5328 | GBUPG70071DNDIS | UPGRADE FROM 500000 TO 1M DOCS | US | N | Y | $1,025.48 |
| BL5318 | GBUPG70071DNSTD | UPGRADE FROM 500000 TO 1M DOCS | US | N | Y | $788.92 |
| BL5329 | GBUPG70072DNDIS | UPGRADE FROM 1M TO 2M DOCS | US | N | Y | $2,563.12 |
| BL5324 | GBUPG70072DNEDU | UPGRADE FROM 1M TO 2M DOCS | US | N | Y | $1,576.67 |

| BL5319 | GBUPG70072DNSTD | UPGRADE FROM 1M TO 2M DOCS | US | N | Y | $1,971.72 |
|--------|-----------------|----------------------------|-----|---|---|-----------|
| BG6501 | GB70075M3HOTDNSTD | 5M DOCS HOT BACKUP W/3YR SUPP ALIGNED W/PRIMARY APPL | US | N | Y | $26,494.62 |
| BG6504 | GB700710M3HOTDNDIS | 10M DOCS HOT BACKUP W/3YR SUPP ALIGNED W/ PRIMARY APPL DISCON | US | N | Y | $34,443.01 |
| BG6502 | GB700710M3HOTDNSTD | 10M DOCS HOT BACKUP W/3YR SUPP ALIGNED W/ PRIMARY APPL | US | N | Y | $26,494.62 |
| BG6500 | GB700710MHOTDNDIS | GB7007 10M DOCUMENTS HOT BACKUPW/2YRS SUPPORT DISCONNECTED | US | N | Y | $24,602.15 |
| BG6498 | GB700710MHOTDNSTD | GB7007 10M DOCS HOT BACKUP W/2YRS SUPPORT | US | N | Y | $18,924.73 |
| BG6499 | GB70075MHOTDNDIS | GB7007 5M DOCUMENTS HOT BACKUP W/2YRS SUPPORT DISCONNECTED | US | N | Y | $24,602.15 |
| BG6497 | GB70075MHOTDNSTD | GB7007 5M DOCUMENTS HOT BACKUP W/2YRS SUPPORT | US | N | Y | $18,924.73 |
| BL5323 | GBUPG70071DNEDU | UPGRADE FROM 500000 TO 1M DOCS | US | N | Y | $630.43 |
| Q76213 | GB10011MHOTDNSTD | 1MIL DOC HOTBACKUP 2YRS SUP  NA ONLY GSA APPLIANCE | US | N | Y | $18,924.73 |
| Q76220 | GB10012MDNEDU | EDU 2MILLION DOCUMENTS 2YR SUP GSA APPLIANCE | US | N | Y | $75,698.92 |
| Q76214 | GB10012MHOTDNSTD | 2 MIL DOC HOT BACKUP 2YRS SUP  NORTH AMERICA GSA APPLIANCE | US | N | Y | $18,924.73 |
| N89626 | GBUPG10013DNEDU | EDU UPG FROM 2M TO 3M GSA    PRICE PER MONTH | US | N | Y | $1,577.06 |
| Q76231 | MINI2100K2YRDNSTD | MINI 100K DOCUMENTS APPL W/2YR SUPPORT AUTHORIZATION REQD | US | N | Y | $3,539.52 |
| Q76232 | MINI2200K2YRDNSTD | MINI 200K DOCUMENTS APPL W/2YR SUPPORT AUTHORIZATION REQD | US | N | Y | $6,200.81 |
| Q76233 | MINI2300K2YRDNSTD | MINI 300K DOCUMENTS APPL W/2YR SUPPORT AUTHORIZATION REQD | US | N | Y | $8,862.10 |
| Q76317 | MINI250K2YRDNSTD | 50000 DOCUMENTS W/2YR SUPPORT  MINI APPLIANCE AUTHORIZATION REQ | US | N | Y | $2,652.42 |
| M12998 | MINISUPADDLYRDN | 2ND YR SUPPORT FOR 1YR SKU S  FOR MINI | US | N | Y | $982.44 |
| M13001 | MINIUPG0DNSTD | MINI UPG FROM 50000 TO 100000  FLAT RATE NO PRORATING | US | N | Y | $887.10 |
| M13002 | MINIUPG1DNSTD | MINI UPG FROM 100000 TO 200000 FLAT RATE NO | US | N | Y | $2,661.29 |

| | | | | | | |
|---|---|---|---|---|---|---|
| | | PRORATING | | | | |
| M13003 | MINIUPG2DNSTD | MINI UPG FROM 200000 TO 300000 FLAT RATE NO PRORATING | US | N | Y | $2,661.29 |

**TERMS AND CONDITIONS APPLICABLE TO MAINTENANCE, REPAIR SERVICE AND REPAIR/SPARE PARTS FOR GOVERNMENT-OWNED GENERAL PURPOSE COMMERICAL INFORMATION TECHNOLOGY EQUIPMENT**

1.      SERVICE AREAS

a.      The maintenance and repair service rates listed herein are applicable to any ordering activity location within a 20 mile radius of the Contractor's service points.  If any additional charge is to apply because of the greater distance from the Contractor's service locations, the mileage rate or other distance factor shall be negotiated at the Task Order level.

b.      When repair services cannot be performed at the ordering activity installation site, the repair services will be performed at the Contractor's plant(s) listed below:

**1523 16th Street, NW**
**Second Floor**
**Washington, DC 20036**

2.      MAINTENANCE ORDER

a.      Agencies may use written orders, EDI orders, credit card orders, or BPAs, for ordering maintenance under this contract.  The Contractor shall confirm orders within fifteen (15) calendar days from the date of receipt, except that confirmation of orders shall be considered automatic for renewals for maintenance (Special Item Number 132-12).  Automatic acceptance of order renewals for maintenance service shall apply for machines which may have been discontinued from use for temporary periods of time not longer than 120 calendar days.  If the order is not confirmed by the Contractor as prescribed by this paragraph, the order shall be considered to be confirmed by the Contractor.

b.      The Contractor shall honor orders for maintenance for the duration of the contract period or a lessor period of time, for the equipment shown in the pricelist.  Maintenance service shall commence on a mutually agreed upon date, which will be written into the maintenance order.  Maintenance orders shall not be made effective before the expiration of any applicable maintenance and parts guarantee/warranty period associated with the purchase of equipment.  Orders for maintenance service shall not extend beyond the end of the contract period.

c.      Maintenance may be discontinued by the ordering activity on thirty (30) calendar days written notice, or shorter notice when agreed to by the Contractor; such notice to become effective thirty (30) calendar days from the date on the notification.  However, the ordering activity may extend the original discontinuance date upon written notice to the Contractor, provided that such notice is furnished at least ten (10) calendar days prior to the original discontinuance date.

d.      Annual Funding.  When annually appropriated funds are cited on a maintenance order, the period of maintenance shall automatically expire on September 30th of the contract period, or at the end of the contract period, whichever occurs first.  Renewal of a maintenance order citing the new appropriation shall be required, if maintenance is to continue during any remainder of the contract period.

e.      Cross-year Funding Within Contract Period.  Where an ordering activity's specific appropriation authority provides for funds in excess of a 12 month, fiscal year period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.

f.      Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of maintenance service, if maintenance is to be terminated at that time.  Orders for continued maintenance will be required if maintenance is to be continued during the subsequent period.

3.      REPAIR SERVICE AND REPAIR PARTS/SPARE PARTS ORDERS

a.      Agencies may use written orders, EDI orders, credit card orders, blanket purchase agreements (BPAs), or small order procedures for ordering repair service and/or repair parts/spare parts under this contract.  Orders for repair service shall not extend beyond the end of the contract period.

b.      When repair service is ordered, only one chargeable repairman shall be dispatched to perform repair service, unless the ordering activity agrees, in advance, that additional repair personnel are required to effect repairs.

4.      LOSS OR DAMAGE

When the Contractor removes equipment to his establishment for repairs, the Contractor shall be responsible for any damage or loss, from the time the equipment is removed from the ordering activity installation, until the equipment is returned to such installation.

5.      SCOPE

a.      The Contractor shall provide maintenance for all equipment listed herein, as requested by the ordering activity  during the contract term.  Repair service and repair parts/spare parts shall apply exclusively to the equipment types/models within the scope of this Information Technology Schedule.

b.      Equipment placed under maintenance service shall be in good operating condition.

    (1)      In order to determine that the equipment is in good operating condition, the equipment shall be subject to inspection by the Contractor, without charge to the ordering activity.

    (2)      Costs of any repairs performed for the purpose of placing the equipment in good operating condition shall be borne by the Contractor, if the equipment was under the Contractor's guarantee/warranty or maintenance responsibility prior to the effective date of the maintenance order.

    (3)      If the equipment was not under the Contractor's responsibility, the costs necessary to place the equipment in proper operating condition are to be borne by the ordering activity, in accordance with the provisions of Special Item Number 132-12 (or outside the scope of this contract).

6.      RESPONSIBILITIES OF THE ORDERING ACTIVITY

a.      Ordering activity personnel shall not perform maintenance or attempt repairs to equipment while such equipment is under the purview of a maintenance order, unless agreed to by the Contractor.

b.      Subject to security regulations, the ordering activity shall permit access to the equipment which is to be maintained or repaired.

c.      If the Ordering Activity desires a factory authorized/certified service personnel then this should be clearly stated in the task or delivery order.

7.      RESPONSIBILITIES OF THE CONTRACTOR

a.    For equipment not covered by a maintenance contract or warranty, the Contractor's repair service personnel shall complete repairs as soon as possible after notification by the ordering activity that service is required.  Within the service areas, this repair service should normally be done within 4 hours after notification.

b.    If the Ordering Activity task or delivery order specifies a factory authorized/certified service personnel then the Contractor is obligated to provide such a factory authorized/certified service personnel for the equipment to be repaired or serviced, unless otherwise agreed to in advance between the Agency and the Contractor.

8.      MAINTENANCE RATE PROVISIONS

a.      The Contractor shall bear all costs of maintenance, including labor, parts, and such other expenses as are necessary to keep the equipment in good operating condition, provided that the required repairs are not occasioned by fault or negligence of the ordering activity.

b.      REGULAR HOURS

The basic monthly rate for each make and model of equipment shall entitle the ordering activity to maintenance service during a mutually agreed upon nine (9) hour principal period of maintenance, Monday through Friday, exclusive of holidays observed at the ordering activity location.

c.      AFTER HOURS

Should the ordering activity require that maintenance be performed outside of Regular Hours, charges for such maintenance, if any, will be specified in the pricelist.  Periods of less than one hour will be prorated to the nearest quarter hour.

d.      TRAVEL AND TRANSPORTATION

If any charge is to apply, over and above the regular maintenance rates, because of the distance between the ordering activity location and the Contractor's service area, the charge will be negotiated at the Task Order level.

**None**

e.      QUANTITY DISCOUNTS

Quantity discounts from listed maintenance service rates for multiple equipment owned and/or leased by a ordering activity  are indicated below:

**No quantity discounts are offered.**

| Quantity Range | Discounts |
|---|---|
| _____ Units | _____% |
| _____ Units | _____% |
| _____ Units | _____% |

9.      REPAIR SERVICE RATE PROVISIONS

a.      CHARGES.  Charges for repair service will include the labor charge, computed at the rates set forth below, for the time during which repairmen are actually engaged in work, and, when applicable, the charge for travel or transportation.

b.      MULTIPLE MACHINES.  When repairs are ordered by a ordering activity  on two or more machines located in one or more buildings within walking distance of each other, the charges will be computed from the time the repairman commences work on the first machine, until the work is completed on the last machine.  The time required to go from one machine to another, or from one building to another, will be considered actual work performance, and chargeable to the ordering activity, provided the time consumed in going between machines (or buildings) is reasonable.

c.      TRAVEL OR TRANSPORTATION

(1)      AT THE CONTRACTOR'S SHOP

(a)      When equipment is returned to the Contractor's shop for adjustments or repairs which are not covered by the guarantee/warranty provision, the cost of transportation, packing, etc., from the ordering activity location to the Contractor's plant, and return to the ordering activity location, shall be borne by the ordering activity.

(b)      The ordering activity should not return defective equipment to the Contractor for adjustments and repairs or replacement without his prior consultation and instruction.

(2)      AT THE ORDERING ACTIVITY LOCATION (Within Established Service Areas)

When equipment is repaired at the ordering activity location, and repair service rates are established for service areas or zones, the listed rates are applicable to any ordering activity location within such service areas or zones.  No extra charge, time, or expense will be allowed for travel or transportation of repairmen or machines to or from the ordering activity office; such overhead is included in the repair service rates listed.

(3)      AT THE ORDERING ACTIVITY LOCATION (Outside Established Service Areas)

(a)      If repairs are to be made at the ordering activity location, and the location is outside the service area as shown in paragraph 1.a, the repair service and mileage rates negotiated per subparagraphs 1.a and 8.d will apply.

(b)      When the overall travel charge computed at the above mileage rate is unreasonable (considering the time required for travel, actual and necessary transportation costs, and the allowable ordering activity per diem rate for each night the repairman is required to remain overnight at the ordering activity location), the ordering activity shall have the option of reimbursing the Contractor for actual costs, provided that the actual costs are reasonable and allowable.  The Contractor shall furnish the ordering activity with a report of travel performed and related expenses incurred.  The report shall include departure and arrival dates, times, and the applicable mode of travel.

d.      LABOR RATES

(1)      REGULAR HOURS

The Regular Hours repair service rates listed herein shall entitle the ordering activity to repair service during the period 8:00 a.m. to 5:00 p.m., Monday through Friday, exclusive of holidays observed at the ordering activity location. There shall be no additional charge for repair service which was requested during Regular Hours, but performed outside the Regular Hours defined above, at the convenience of the Contractor.

(2)     AFTER HOURS

When the ordering activity requires that repair service be performed outside the Regular Hours defined above, except Sundays and Holidays observed at the ordering activity location, the After Hours repair service rates listed herein shall apply.  The Regular Hours rates defined above shall apply when repair service is requested during Regular Hours, but performed After Hours at the convenience of the Contractor.

(3)     SUNDAYS AND HOLIDAYS

When the ordering activity requires that repair service be performed on Sundays and Holidays observed at the ordering activity location, the Sundays and Holidays repair service rates listed herein shall apply.  When repair service is requested to be performed during Regular Hours and/or After Hours, but is performed at the convenience of the Contractor on Sundays or Holidays observed at the ordering activity location, the Regular Hours and/or After Hours repair service rates, as applicable, shall apply.

REPAIR SERVICE RATES

**Repair Service is guaranteed/warranted for a period of 2 or 3 years depending on the SKU. Term is consecutive with the purchase for the period and is included as part of the purchase price.**

| LOCATION | MINIMUM CHARGE* | REGULAR HOURS PER HOUR** | AFTER HOURS PER HOUR** | SUNDAYS AND HOLIDAYS PER HOUR |
|---|---|---|---|---|
| CONTRACTOR'S SHOP | _____ | _____ | _____ | _____ |
| ORDERING ACTIVITY LOCATION (WITHIN ESTABLISHED SERVICE AREAS) | _____ | _____ | _____ | _____ |
| ORDERING ACTIVITY LOCATION (OUTSIDE ESTABLISHED SERVICE AREAS) | _____ | _____ | _____ | _____ |

*MINIMUM CHARGES INCLUDE ___ FULL HOURS ON THE JOB.

**FRACTIONAL HOURS, AT THE END OF THE JOB, WILL BE PRORATED TO THE NEAREST QUARTER HOUR.

10.     REPAIR PARTS/SPARE PARTS RATE PROVISIONS

All parts, furnished as spares or as repair parts in connection with the repair of equipment, unless otherwise indicated in this pricelist, shall be new, standard parts manufactured by the equipment manufacturer.  All parts shall be furnished at prices indicated in the Contractor's GSA pricelist dated at the time repair parts/spare parts are required.

11.     GUARANTEE/WARRANTY—REPAIR SERVICE AND REPAIR PARTS/SPARE PARTS

a.     REPAIR SERVICE

**Repair Service is guaranteed/warranted for a period of 2 or 3 years depending on the SKU. Term is consecutive with the purchase for the period and is included as part of the purchase price.  At the expiration of the warranty term there is no ability to extend the warranty.  In this case, prior to the renewal date the customer will be contacted by Fig Leaf Software and presented with renewal options.  In the case of renewal, new hardware/software is shipped and the old hardware is unsupported (regardless of weather they renew or not).  There is no penalty for non-renewal.**

b.     REPAIR PARTS/SPARE PARTS

All parts, furnished either as spares or repairs parts will be guaranteed/warranted for a period 90days.

**Warranty**

**7.1 Limited Warranty. Google warrants to Customer that the Hardware will be free from defects in material and workmanship, and will substantially conform to all material aspects of the Documentation, for a period of ninety days from the later of: (i) installation of the Appliance; or (ii) ten days after the date of acceptance of hardware.**

**7.2 Exclusions. The limited warranty set forth in Section 7.1 above will not apply to defects or errors in the Appliance that are caused by: (i) Customer's failure to follow Google's environmental, installation, operation or maintenance instructions or procedures in the Documentation; (ii) Customer's mishandling, abuse, misuse, negligence, or improper storage, servicing, or operation of the Appliance (including without limitation use with incompatible equipment); or (iii) modifications, repairs or improper installation not performed by Google.**

**7.3 Exclusive Remedy. Google's entire liability and Customer's sole and exclusive remedy with respect to breach of the above warranty will be at Google's option: (a) repair of the Product in accordance with the TSSG; (b) replacement of the defective component or entire Appliance, as applicable; or (c) refund of the purchase price paid for the Appliance.**

12.      INVOICES AND PAYMENTS

a.      Maintenance Service

   (1)      Invoices for maintenance service shall be submitted by the Contractor on a quarterly or monthly basis, after the completion of such period.  Maintenance charges must be paid in arrears (31 U.S.C. 3324).  PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

   (2)      Payment for maintenance service of less than one month's duration shall be prorated at 1/30th of the monthly rate for each calendar day.

b.      Repair Service and Repair Parts/Spare Parts

Invoices for repair service and parts shall be submitted by the Contractor as soon as possible after completion of work. Payment under blanket purchase agreements will be made quarterly or monthly, except where cash payment procedures are used.  Invoices shall be submitted separately to each ordering activity office ordering services under the contract.  The cost of repair parts shall be shown as a separate item on the invoice, and shall be priced in accordance with paragraph #10, above. PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

**TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF TRAINING COURSES FOR GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE (SPECIAL ITEM NUMBER 132-50)**

1.     SCOPE

a.     The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products.  Training is restricted to training courses for those products within the scope of this solicitation.

b.     The Contractor shall provide training at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

2.     ORDER

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPAs) shall be the basis for the purchase of training courses in accordance with the terms of this contract.  Orders shall include the student's name, course title, course date and time, and contracted dollar amount of the course.

3.     TIME OF DELIVERY

The Contractor shall conduct training on the date (time, day, month, and year) agreed to by the Contractor and the ordering activity.

4.     CANCELLATION AND RESCHEDULING

a.     The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend.  The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge.  In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.

b.     In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the training course.  The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.

c.     The ordering activity reserves the right to substitute one student for another up to the first day of class.

d.     In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

5.     FOLLOW-UP SUPPORT

The Contractor agrees to provide each student with unlimited telephone support or online support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor's instructors for refresher assistance and answers to related course curriculum questions.

6.     PRICE FOR TRAINING

The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is conducted, whichever is less.

7.     INVOICES AND PAYMENT

Invoices for training shall be submitted by the Contractor after ordering activity completion of the training course.  Charges for training must be paid in arrears (31 U.S.C. 3324).  PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

8.      FORMAT AND CONTENT OF TRAINING

a.      The Contractor shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings.  Such documentation will become the property of the student upon completion of the training class.

b.      \*\*If applicable\*\* For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.

c.      The Contractor shall provide each student with a Certificate of Training at the completion of each training course.

d.      The Contractor shall provide the following information for each training course offered:

   (1)      The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);

   (2)      The length of the course;

   (3)      Mandatory and desirable prerequisites for student enrollment;

   (4)      The minimum and maximum number of students per class;

   (5)      The locations where the course is offered;

   (6)      Class schedules; and

   (7)      Price (per student, per class (if applicable)).

e.      For those courses conducted at the ordering activity's location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. Contractors cannot use GSA city pair contracts.  The Industrial Funding Fee does NOT apply to travel and per diem charges.

Fig Leaf will charge government customers normal and customary travel expenses to include air fair, mileage, meals and lodging as part of the cost of training. These individual expenses will be charged based on the distance to traveled to provide training and the method of travel to the training site.

f.      For Online Training Courses, a copy of all training material must be available for electronic download by the students.


9.      "NO CHARGE" TRAINING

The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below.

There is no training available at "no charge."


10.      TRAINING FACILITIES: Fig Leaf has fully equipped classroom facilities at the following locations: Washington DC, Atlanta GA, Chicago IL, Vienna VA and Baltimore MD. The Government must furnish fully equipped training facilities for any courses conducted outside these locations. Government training facilities must be furnished with the following equipment:


Training Class Facility Requirements

The following room requirements are the same for all classes:


Computer Systems

•      One PC for each student and one PC for the instructor. Each machine must meet these minimum requirements:

•      Windows

•      Pentium processor (Pentium 4, 1GHz or better recommended)

•      1 GB of RAM

•      50 GB HDD

- CD ROM drive

- Internet Explorer 6 or Mozilla Firefox 2.0 or higher

- Color Monitor with 1024x768 resolution, 256 colors

<u>Class Network</u>

All classroom machines must be networked together. The instructor needs Read, Write, and Execute access to one shared directory on a central machine. All student PCs, as well as the instructor's PC, should have access to this shared directory. Macromedia also strongly suggests that each classroom machine have Internet access.

<u>Audio Visual</u>

The classroom must have the following available at the front of the room:

- Projection screen

- Projection unit capable of 1024x768 (or higher) resolution cabled to instructor's PC

- Flip chart on easel or whiteboard for instructor notes

<u>Software Set-Up Instructions</u>

The following software and associated student files must be installed prior to the instructor's arrival:

- ColdFusion MX 8

- Flash CS3

- Dreamweaver CS3

- Flex 2

- Microsoft Access

Classroom Set-Up instructions will be provided to the government seven (7) days before class start.

**SCHEDULE OF AVAILABLE TRAINING COURSES AND PRICING**

| Title of Course: | Fast Track to HTML | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $760.97 | ███████████████ | |

| Description of Course |
|---|
| Fast Track to HTML is a 2-day course that provides Web developers and HomeSite users with the knowledge and hands-on practice they need to create, test, and deploy a Web site. You will learn how to write effective HTML code and take advantage of HomeSite's key features. In addition, you will be introduced to advanced technologies that can enhance your Web site.<br><br>Students will receive a free copy of Allaire's HomeSite, the award-winning HTML editing tool. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Fast Track to JavaScript | Length of Course (# of Hrs/Days): | 2 day |
|---|---|---|---|
| GSA Price for Public Course: | $952.41 | ███████████████ | |

| Description of Class |
|---|
| Fast Track to JavaScript is a 2-day course that provides experienced Web application developers with the fundamentals of the JavaScript programming language, with a focus on using JavaScript as a client-side language for ColdFusion-based applications. Students will learn immediately useful "real-world" JavaScript techniques for manipulating Web page components like forms, images and browser windows. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single class or multiple registrations in several classes. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Fast Track to SQL | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $856.69 | | |

| Description of Course |
|---|
| Fast Track to SQL is a 2-day course that provides application developers with the foundation critical to any dynamic web application – database and SQL knowledge. This hands-on course gets students useable knowledge on Structured Query Language – the language of relational databases. It also extends that knowledge to database design basics, choosing the correct database for your web application, and useful interface design on the web. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Introduction to XML | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,431.01 | | |

| Description of Course |
|---|
| This intense 3 day course covers every major aspect of XML including introducing the technology, how to design and write XML DTDs, using the XML document structure and translating the structure into a schema, the basics of the XML DOM (Document Object Model) and how to program with it in Flash 5 TM, basic and advanced XSLT (Client and Server-side) and XPath/XPointer/XLink elements, functions, and syntax and more. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Securing ColdFusion Servers on Windows | Length of Course (# of Hrs/Days): | 1 day |
|---|---|---|---|
| GSA Price for Public Course: | $473.81 | ███████████████ | |

| Description of Class |
|---|
| Securing ColdFusion Servers on Windows is a one-day lecture course that provides Web application developers with the fundamentals in building secure ColdFusion application servers on the Windows platform, and information on how to keep them secure. Students will learn how to secure the Windows OS, IIS and CF Server, find and eliminate security holes in application code, and maintain security on servers. Students will also obtain an in-depth understanding as to how attacks work, and how to defend against them. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single class or multiple registrations in several classes. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Captivate Fundamentals | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $760.91 | ███████████████ | |

| Description of Course |
|---|
| Captivate Fundamentals provides students with the knowledge and hands-on practice they need to develop and build software demonstrations and interactive simulations with Captivate. In addition to learning key concepts, students also learn best practices for creating and publishing Captivate projects. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Fast Track to ColdFusion | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,048.05 | | |

| Description of Course |
|---|
| Fast Track to ColdFusion is a 3-day course that provides experienced Web developers with the knowledge and hands-on practice they need to start building and maintaining dynamic and interactive Web applications using ColdFusion. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Moving to ColdFusion | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | | |

| Description of Course |
|---|
| Moving to ColdFusion is a 2-day course that provides experienced Web developers with the knowledge and hands-on practice they need for implementing new features of ColdFusion. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Adobe Acrobat | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $665.20 | | |

| Description of Course |
|---|
| This course covers both Adobe Professional and Acrobat Standard for designers, developers, and business users. Where a tool or feature is specific to Acrobat Professional, the information is italicized and called out with an icon in the coursebook. This course is two days in length. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Dreamweaver: Website Development | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,048.05 | | |

| Description of Course |
|---|
| Dreamweaver: Website Development provides web designers with the knowledge and hands-on practice they need to build and manage professional web sites using Dreamweaver.  This course is 3 days in length. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Dreamweaver: ColdFusion Application Development | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $856.63 | | |

### Description of Course

Dreamweaver: ColdFusion Application Development provides students with the knowledge and hands-on practice they need to build and manage dynamic websites using Dreamweaver and ColdFusion. In this course, you'll learn how to connect to a database, search and display results, and build a page to update the database. If you've always dreamed of building a more advanced, data-powered site, but didn't know where to start, then this course is for you. This course is 2 days in length.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flash: Rich Content Creation | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $760.91 | | |

### Description of Course

Flash: Rich Content Creation is an introductory course for designers and budding developers new to the Flash environment. In this course, students will produce an engaging interface using text, graphics, animations, video, and sound. Simple user interactions are added using built in ActionScript behaviors and Script Assist. Flash: Rich Content Creation focuses on the essentials, and emphasizes best practices throughout the course.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flash: ActionScript | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,048.05 | | |

| Description of Course |
|---|
| Flash: ActionScript provides experienced Flash designers with the knowledge and hands-on practice they need to create dynamically generated event-driven animation and interactive games with Flash. The course teaches fundamental programming techniques. It begins by introducing core concepts including instance names, variables, functions, properties, and methods; then proceeds through conditions, loops, event handling, and animating with ActionScript. During the hands-on session, you will master ActionScript coding concepts by developing the arcade classic, Asteroids |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Using Adobe Presenter | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $665.20 | | |

| Description of Course |
|---|
| In this instructor-led training, students will learn how to create Breeze presentations, and will cover topics including recording and editing slide narration; publishing locally and to a Breeze server; adding quizzes, animations, links, files, Flash content, and Captivate movies to a presentation; and managing presentations. The course also includes optional content which teaches students how to create and manage training courses and curricula. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Cascading Style Sheets | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $760.91 | ███████████ | |

### Description of Course

You are familiar with using HTML to design web pages. You have used HTML style-oriented tags and attributes to stylize and design your pages. Cascading Style Sheets, or CSS, is integrated into HTML and forms an important component of successful web design. CSS offers great flexibility and ease in designing web pages without code heavy HTML documents. In this course, you will work with properties and styles related to colors, typography, page layouts, customized cursors, links, and forms available in CSS to build an effective web page.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Fast Track to After Effects | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,143.76 | ███████████ | |

### Description of Course

Fast Track to Adobe After Effects is a 3-day introductory course for those working or wishing to work in the video field, or for Adobe users wishing to expand their skills in video effects. This class covers the core concepts and skills necessary to excel in motion graphics animation and visual effects, as well as advanced approaches and techniques. In this course students will create compositions applying motion and animated effects to media elements, create transparency in layers using mattes, masks, and stencils, animate objects in 3-D space, and much more. After taking this class students will be able to create visual effects for use in web video and podcasts, broadcast television, and even film.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Essentials of Adobe InDesign | Length of Course (# of Hrs/Days): | 4 days |
| --- | --- | --- | --- |
| GSA Price for Public Course: | $1,143.76 | | |

| Description of Course |
| --- |
| During the step-by-step lessons presented in this course, you will use InDesign's incredible typography commands to set beautiful type. You will also import and manipulate a myriad of graphic formats. You will create a flyer from scratch and then package it into a folder with key components such as the layout, images and fonts. You will then export the document in a Portable Document Format (PDF). |

| Quantity or Other Applicable Discounts (Explain) |
| --- |
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Photoshop | Length of Course (# of Hrs/Days): | 2 days |
| --- | --- | --- | --- |
| GSA Price for Public Course: | $760.91 | | |

| Description of Course |
| --- |
| Photoshop is a 2-day course that covers the basics of Photoshop while providing countless tips and techniques to help you become more productive and adept using it. This course also explores new features released in Photoshop such as Adobe Bridge and ways to optimize and create web content using Photoshop and ImageReady. |

| Quantity or Other Applicable Discounts (Explain) |
| --- |
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Adobe Premiere Pro | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $856.63 | | |

### Description of Course

Adobe Premiere Pro is an introductory course for those who are currently or wish to be in the video editing field, or for Adobe users wishing to expand their skills in video. This course covers the essentials of editing digital video using Adobe Premiere Pro including techniques to help you become more productive with its features including new multicam editing tools, auto-creation of menu-based DVDs from the timeline, and Native HD, SD and HDV support. Students will learn how to work with audio, create transitions and titles, manipulate subclips and virtual clips, and more.After taking this class students will be able to create visual effects for use in web video and podcasts, broadcast television, and even film.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flash Media Server: Streaming Media Application Development | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,526.61 | | |

### Description of Course

Flash Media Server: Streaming Media Application Development provides experienced Flash ActionScript developers and knowledgeable I.T. administrators with the knowledge and hands-on practice they need to build and deliver Digital Media applications with Flash Media Server. This course focuses on teaching students how to use Flash Media Server, ActionScript programming and the Flash application framework to build real-world data driven internet applications with audio, video, and content that interacts dynamically with the user. In addition, participants will explore management and configuration of Flash Media Server for practical deployment. This course is 3 days in length.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Administering Contribute | Length of Course (# of Hrs/Days): | 1 day |
|---|---|---|---|
| GSA Price for Public Course: | $378.06 | | |

| Description of Course |
|---|
| The Administering Macromedia Contribute course is designed to help you learn how to configure Macromedia Contribute so that you can deploy websites, create and distribute site connections for users, and manage the website's settings and user permissions. The course is task-based, with students learning by doing. Along with covering the administering tasks of Contribute the course focuses on best practices. |
| Quantity or Other Applicable Discounts (Explain) |
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | CommonSpot for Developers | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,909.46 | | |

| Description of Course |
|---|
| This three-day course takes you through the best practices for customizing a website developed using the CommonSpot Content Management Server from Paperthin, Inc. |
| Quantity or Other Applicable Discounts (Explain) |
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | CommonSpot for Content Contributors | Length of Course (# of Hrs/Days): | 2 day |
|---|---|---|---|
| GSA Price for Public Course: | $760.91 | | |

| Description of Course |
|---|
| This two-day course teaches the basics of adding, editing, deleting, formatting content, and setting security in a CommonSpot Content Server managed web site. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | WebSense: Web Security | Length of Course (# of Hrs/Days): | 2 day |
|---|---|---|---|
| GSA Price for Public Course: | $1,430.90 | | |

| Description of Course |
|---|
| During this training course, you will learn how to install, configure, administer and support Websense Web Security Suite software. Through instruction, iLabs (instructor led demos and lab exercises) and hands-on lab practice exercises, you will gain familiarity with the requirements and recommendations of Websense product deployment, installation and configuration, Websense product and component functionality (remote filtering, delegated and remote administration) and troubleshooting via internal and 3rd party diagnostic processes. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flash: Advanced Application Development | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,430.90 | ███████████████ | ████ |

| Description of Course |
|---|
| Adobe Flash: Advanced Application Development provides students who have prior Flash experience the knowledge and hands-on practice they need to build a dynamic rich Internet application with Flash. This course focuses on using classes, complex data structures, built-in components, web services, and Flash Remoting to quickly get students proficient in building dynamic Flash applications. The course also compares and contrasts Timeline development with class based development and teaches students best practices. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flash: Advanced Flash Design | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | ███████████████ | ████ |

| Description of Course |
|---|
| Flash designers with some ActionScript experience will find that the Advanced Flash Designer course provides the knowledge and hands-on practice required to build more flexible and dynamic design-based Flash pieces. This course focuses on teaching students more advanced ActionScript topics that removes their reliance on timeline-based visual tools. It also introduces them to other ActionScript code that will allow them to generate dynamic design and navigation elements that cannot be created without ActionScript. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flash: Flash Video Development | Length of Course (# of Hrs/Days): | 3 days |
| --- | --- | --- | --- |
| GSA Price for Public Course: | $1,048.05 | | |

### Description of Course

In this hands-on training class, students will learn need-to-know techniques to produce and deliver high-quality Flash Video over the internet using Flash Professional. The new Flash Video codec will be explored in-depth to deliver higher quality video over lower bandwidth connections.

Video topics will include developing a rich media player using the new Flash Professional pre-built components as well as Actionscript; high-quality encoding techniques; creating live video; and exporting the new alpha-channeling and video color filters. This course will focus on delivering the best experience possible with Flash Video, exploring bandwidth scaling, progressive downloading, streaming with the Flash Communication Server and Flash Video Streaming Services.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flex: Developing Rich Internet Client Applications | Length of Course (# of Hrs/Days): | 3 days |
| --- | --- | --- | --- |
| GSA Price for Public Course: | $1,430.90 | | |

### Description of Course

Flex: Developing Rich Internet Client Applications provides experienced application developers with hands-on, practical experience using Flex. This course introduces developers to all the primary features of Flex they'll need to know in order to build a fully functional, well architected front end for a Rich Internet Application (RIA)

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flex and LiveCycle Data Services: Integrating with ColdFusion | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | | |

#### Description of Course

Flex and LiveCycle Data Services: Integrating with ColdFusion provides experienced application developers with hands-on, practical experience connecting their Flex font ends to remote, dynamic data using LiveCycle Data Services. This two day course instructs developers how to connect with remote data using web services and LiveCycle Data Services' features allowing communication with a Java backend. In addition, skills will be learned how to manipulate and format the returned data

#### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flex and LiveCycle Data Services: Integrating with Data and Messaging | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | | |

#### Description of Course

This course instructs developers how to connect with remote data using web services and LiveCycle Data Services' features allowing communication with a Java-based server environment. In addition, skills will be learned how to manipulate and format the returned data.

#### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flex Training: Building Charting and Dashboard Applications | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | | |

### Description of Course

Flex: Building Dashboard Applications provides developers with the knowledge needed to use Flex charts to create highly interactive dashboards for data visualization. By the end of the course, developers will be able to create interactive dashboards by leveraging the Flex framework and the Flex charting components. They will learn about using, formatting and styling Flex charts as well as creating interactive charts and dynamically controlling chart data. Developers will also have the opportunity to discuss conceptual topics for dashboard creation and usability. You should take this course if you are a Flex programmer who needs to provide data visualization in your Flex applications.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flex: Extending and Styling Components | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | | |

### Description of Course

In the Flex: Extending and Styling Components course, students will use their object-oriented skills to create custom classes that programmatically draw skins and extend the functionality of built-in Flex classes. Experienced Flex developers will have an opportunity to explore hands-on, practical code examples for creating drag-and-drop user interfaces that also incorporate user-triggered transitions and smart components that resize based on available space. Other learning objectives include creating popups, embedding fonts, implementing custom application look-and-feel and positioning stage- and mouse-aware elements.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flex/AIR : Building Desktop Applications with Flex | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | | |

| Description of Course |
|---|

AIR projects are created in Flex Builder, and appear as Flex projects. They simply compile differently. This course is presented through a combination of lectures, demonstrations, walkthroughs, and labs. The course has been designed assuming that you already understand how to develop applications using Adobe Flex. To gain the most from this course, you should have:

• Attended the Adobe Flex: Rich Client Applications course, or

• Have equivalent experience using MXML and ActionScript to develop Adobe Flex applications

| Quantity or Other Applicable Discounts (Explain) |
|---|

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Flex: Introducing Cairngorm | Length of Course (# of Hrs/Days): | 1 day |
|---|---|---|---|
| GSA Price for Public Course: | $473.78 | | |

| Description of Course |
|---|

This course covers both Adobe Professional and Acrobat Standard for designers, developers, and business users. Where a tool or feature is specific to Acrobat Professional, the information is italicized and called out with an icon in the coursebook.

| Quantity or Other Applicable Discounts (Explain) |
|---|

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Advanced ColdFusion | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,430.90 | | |

| Description of Course |
|---|
| This Advanced ColdFusion course provides ColdFusion application developers with the knowledge and hands-on practice that they need to build, maintain, and scale effective web applications.<br><br>Note: Fig Leaf Software developed this course for Adobe, Inc. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Administering ColdFusion | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,239.48 | | |

| Description of Course |
|---|
| Administering ColdFusion teaches system administrators and developers how to effectively install, configure, secure, and manage ColdFusion servers in a variety of different configurations. It is a hands-on course. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Fast Track to AJAX | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $856.63 | | |

| Description of Course |
|---|
| AJAX is a web development technique for creating interactive web applications using a combination of XHTML (or HTML), CSS, the browser's Document Object Model manipulated through JavaScript to dynamically display and |

interact with the information presented and the XMLHttpRequest object is used to exchange data asynchronously with the web server. In some Ajax frameworks and in some situations, an IFrame object is used instead of the XMLHttpRequest object to exchange data with the web server. This course describes the basic methodology for creating a highly interactive web application.

While this course uses the ColdFusion application server for its data handling capabilities, the development techniques taught in this course can easily be applied to other application servers such as ASP,ASP.NET,PHP, and JSP.

<div align="center">Quantity or Other Applicable Discounts (Explain)</div>

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Acrobat Accessibility | Length of Course (# of Hrs/Days): | 1 day |
|---|---|---|---|
| GSA Price for Public Course: | $378.06 | | |

<div align="center">Description of Course</div>

The Adobe Acrobat Accessibility Deep-Dive is a hands-on course that covers how to make your documents accessible by using tagging. Students are encouraged to bring their problematic documents to class for evaluation.

<div align="center">Quantity or Other Applicable Discounts (Explain)</div>

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Google Search Appliance | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,718.04 | | |

<div align="center">Description of Course</div>

Google Fundamentals: GSA-100 Google Search Appliance Configuration of the Google Search Appliance for indexing content and serving results. This 3 day session will enable administrators effectively configure their Google Search Appliance. This course introduces the fundamentals of crawling and indexing web based content, adding non-web content directly into the index through feeds, and serving the search results. This course was developed by Google and is an integral component of the Google Enterprise Professional program.

<div align="center">Quantity or Other Applicable Discounts (Explain)</div>

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | LiveCycle: Designing Forms | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $952.34 | ███████████████████ | |

| Description of Course |
|---|
| The intent of this course is to illustrate how, both conceptually and technically, Adobe© LiveCycle™ Designer can be used to create static, interactive and dynamic forms as interfaces to an intelligent automation platform. Adobe® LiveCycle™ Designer software enables organizations to intelligently capture information to streamline form-driven business processes through automation. Whether users are online or offline, internal or external, Adobe LiveCycle Platform lets organizations deploy secure XML-based forms as Adobe PDF or HTML over any platform or device — from PCs to handhelds — without requiring any new software or plug-ins. This course introduces and describes various techniques for using Adobe LiveCycle Designer to create electronic forms that can complement, or supercede, other means of collecting and presenting enterprise data. After the completion of this course, you will be able to create static and dynamic interactive forms that can reduce data collection and processing errors, and enhance the user experience. The course first introduces the basics of form design and describes how to design your forms for efficient data exchange. As the course progresses, more advanced techniques are covered that enable you to add intelligence to your form and to create dynamic layouts that react to the data or to user interactions. |

| Quantity or Other Applicable Discounts (Explain) |
|---|
| Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount. |

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | LiveCycle: Building Applications | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,430.90 | | |

### Description of Course

Adobe® LiveCycle™ Building Applications software helps organizations streamline, integrate, and secure human-centric business processes within and beyond the firewall — whether users are online or offline. Through the unique component-based architecture of Adobe LiveCycle Workflow, both business and IT professionals can visually assemble end-to-end workflows that unify people, systems, documents, business rules, and Web services — quickly and flexibly. And because it leverages industry-standard technologies, such as PDF, J2EE, XML, and Web services, Adobe LiveCycle Workflow is highly scalable and integrates easily into virtually any IT infrastructure.

This course focuses on learing the fundamentals of Adobe LiveCycle Process Management, Adobe LiveCycle Reader Extensions, and Adobe Policy Server.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | RoboHelp | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,048.05 | | |

### Description of Course

RoboHelp covers Basic/Intermediate RoboHelp including the strategies and development process of designing a Help system. You will be introduced to the RoboHelp Office environment and create actual HTML-based Help projects, including creating context-sensitive WebHelp. You will also explore the single-sourcing capability of RoboHelp by generating cross-platform WebHelp, HTML Help and creating printed documentation.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Using Adobe Contribute | Length of Course (# of Hrs/Days): | 1 day |
|---|---|---|---|
| GSA Price for Public Course: | $378.06 | | |

### Description of Course

The Using Adobe Contribute course is designed to help you learn to use Adobe Contribute to create new web pages, edit existing web pages, and publish content without having to learn complicated authoring tools or HTML coding.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | Adobe Acrobat Connect Professional | Length of Course (# of Hrs/Days): | 2 days |
|---|---|---|---|
| GSA Price for Public Course: | $665.20 | | |

### Description of Course

Adobe Acrobat Connect Professional covers topics including scheduling meetings; displaying content in meetings; using audio and video during meetings; customizing the meeting room; interacting with participants; and recording meetings. In addition to teaching methodology, the course focuses strongly on best practices for hosting meetings and managing associated content.

### Quantity or Other Applicable Discounts (Explain)

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

| Title of Course: | iPhone Development | Length of Course (# of Hrs/Days): | 3 days |
|---|---|---|---|
| GSA Price for Public Course: | $1,718.04 | | |

**Description of Course**

iPhone Development provides application developers with hands-on experience building applications for the iPhone. This class explores the Objective-C language and Apple's Cocoa Touch framework.Developers will learn how to use the many phone features including gestures and the accelerometer.  Also take advantage of Xcode and Interface Builder to quickly create custom interfaces for the phone.

**Quantity or Other Applicable Discounts (Explain)**

Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).

**PRIVATE COURSE PRICING INFORMATION**

All courses are available privately for a GSA price of **$2,632.09** with the exception of Administering ColdFusion and Google Search Appliance. These private courses are offered for a GSA price of **$3,828.50**. The maximum number of students per private course is 12. Private courses are offered at the Fig Leaf Software, Inc. site with training room rental fee of **$717.90** per day, or at the client site with applicable travel charges.

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)
PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51**

1.     SCOPE

a.     The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Professional Services within the scope of this Information Technology Schedule.

b.     The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.


2.     PERFORMANCE INCENTIVES  I-FSS-60 Performance Incentives (April 2000)

a.     Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.

b.     The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.

c.     Incentives should be designed to relate results achieved by the contractor to specified targets.  To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor.  Incentives shall be based on objectively measurable tasks.


3.     ORDER

a.     Agencies may use written orders, EDI orders,  blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract.  Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order.  Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year.  The purchase order shall specify the availability of funds and the period for which funds are available.

b.     All task orders are subject to the terms and conditions of the contract.  In the event of conflict between a task order and the contract, the contract will take precedence.


4.     PERFORMANCE OF SERVICES

a.     The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.

b.     The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.

c.     The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order.  Services shall be completed in a good and workmanlike manner.

d.     Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel.  Contractors cannot use GSA city pair contracts.


5.     STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)

(a)     The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

(1)     Cancel the stop-work order; or

(2)     Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.

(b)     If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

(1)     The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and

(2)     The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c)     If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d)     If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.


6.      INSPECTION OF SERVICES

The Inspection of Services–Fixed Price (AUG 1996) (Deviation 1 – May 2003) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract.  The Inspection–Time-and-Materials and Labor-Hour (May 2001) (Deviation 1 – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.


7.      RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character.  If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.


8.      RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Professional  Services.


9.      INDEPENDENT CONTRACTOR

All IT Professional  Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.


10.     ORGANIZATIONAL CONFLICTS OF INTEREST

a.      Definitions.

"Contractor" means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

"Contractor and its affiliates" and "Contractor or its affiliates" refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An "Organizational conflict of interest" exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair

competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor's or its affiliates' objectivity in performing contract work.

b.        To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts.  Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract.  Examples of situations, which may require restrictions, are provided at FAR 9.508.

## 11.     INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT Professional  services.  Progress payments may be authorized by the ordering activity on individual orders if appropriate.  Progress payments shall be based upon completion of defined milestones or interim products.  Invoices shall be submitted monthly for recurring services performed during the preceding month.

## 12.     PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted.  Progress payments shall be made only when authorized by the order.  For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract.  For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007)  Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition  As prescribed in 16.601(e)(3), insert the following provision:

(a) The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.

(b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—

    (1) The offeror;
    (2) Subcontractors; and/or
    (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

## 13.     RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

## 14.     INCIDENTAL SUPPORT COSTS

Incidental support costs are available outside the scope of this contract.  The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

## 15.     APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

## 16.     DESCRIPTION OF IT SERVICES AND PRICING

Provided are descriptions of each type of IT Service offered under Special Item Number 132-51.

| Labor Category | GSA Rate |
|---|---|
| Web Programmer | $93.80 |
| Senior Web Programmer | $133.31 |
| Lead Web Programmer | $162.92 |
| Technical Requirements Specialist | $93.80 |
| Best Practices Consultant | $246.85 |
| Technical Director | $246.85 |
| Technical Writer | $93.80 |
| Senior Technical Writer | $98.74 |
| Specifications Writer | $78.99 |
| Software Tester | $93.80 |
| Senior Software Tester | $133.31 |
| Lead Software Tester | $162.92 |
| QA Specialist Analyst | $93.80 |
| Graphic Artist | $88.87 |
| Art Director | $98.74 |
| Information Architect | $93.80 |
| Interface Designer | $78.99 |
| Interactive Media Programmer | $133.31 |
| Instructional Designer | $98.74 |
| Interactive Producer | $98.74 |
| Creative Director | $93.80 |
| Project Manager | $88.87 |
| Senior Project Manager | $93.80 |
| Business Consultant | $78.99 |

# FIG LEAF SOFTWARE, INC.

## LABOR CATEGORY DESCRIPTIONS

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| Web Programmer | Under direct supervision:<br><br>• Architects small systems<br><br>• Performs maintenance on existing web applications<br><br>• Assists in coding and debugging new applications or making enhancements to existing applications.<br><br>• Codes applications according to specifications from higher-level staff.<br><br>• Makes suggestions for problem solutions or application enhancements.<br><br>• Estimates task duration and work effort<br><br>• Documents and comments code | • Bachelor degree<br><br>• 1 year experience in software development |
| Senior Web Programmer | Under general supervision:<br><br>• Architects small systems<br><br>• Develops, codes, tests, and debugs new applications or enhancements to existing applications.<br><br>• Works with team to understand problems with applications and to resolve them.<br><br>• Gathers client requirements and assists with development of specification<br><br>• Constructively responds to clients and resolves client complaints<br><br>• Makes suggestions for problem solutions or application enhancements<br><br>• Estimates task duration and work effort<br><br>• Documents and comments code | • Bachelor Degree<br><br>• 3 years experience in software development |
| Lead Web Programmer | Under general direction:<br><br>• Has full technical knowledge of the project<br><br>• Instructs, assigns, directs, and checks the work of other developers.<br><br>• Architects large systems and system integration projects<br><br>• Develops, codes, tests, and debugs new applications or enhancements to existing | • Bachelor Degree<br><br>• 4 years experience in software development<br><br>• Advanced Certified Professional Cold Fusion Developer |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | applications. | |
| | • Works with team to understand problems with applications and to resolve them. | |
| | • Gathers client requirements and assists with development of specification | |
| | • Constructs specification documentation | |
| | • Constructively responds to clients and resolves client complaints | |
| | • Explains complex technologies and/or problems in non-technical fashion | |
| | • Manages client expectations | |
| | • Accurately forecasts project timelines and cost estimates | |
| | • Makes suggestions for problem solutions or application enhancements | |
| | • Estimates task duration and work effort | |
| | • Documents and comments code | |
| Technical Requirements Specialist | Under general supervision:<br>• Gathers client requirements and assists with development of specification<br>• Constructs specification documentation<br>• Gathers client requirements and assists with development of specification<br>• Constructs specification documentation<br>• Makes suggestions for problem solutions or application enhancements<br>• Works with team to understand problems with applications and to resolve them. | • Bachelor Degree<br>• 3 years experience in software development<br>• Advanced Certified Professional Cold Fusion Developer |
| Best Practices Consultant | Under general supervision:<br>• Reviews system and application architecture, code and functionality.<br>• Creates document detailing findings and suggested architectural or code improvements to increase application scalability, reliability, or general performance. | • Bachelor Degree<br>• 4 years experience in software development<br>• Advanced Certified Professional Cold Fusion Developer<br>• Experience in network administration or MCSE certification |
| Technical Director | Responsible for all web application programming activities. | • Bachelor Degree |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | • Makes recommendations on personnel actions (hiring, terminations, promotions, etc.)<br><br>• Develops standards for all application development.<br><br>• Evaluates products.<br><br>• Prepares activity and progress reports for web programming department.<br><br>• Supervises activities of development teams.<br><br>• Periodically reviews application architecture under development<br><br>• Allocates resources to projects<br><br>• Maintains client relationships and manages client expectations | • 8 years experience in software development management<br><br>• Advanced Certified Professional Cold Fusion Developer |
| Technical Writer | Under direct supervision:<br><br>• Creates, assembles, and edits technical and end user documentation according to applicable style guidelines<br><br>• Ensures grammar, style, formatting, and consistency are applied throughout all documentation.<br><br>• Translates technical information into a format that is appropriate for technical and non-technical audiences.<br><br>• Limited responsibility for creating and/or editing graphics and illustrations<br><br>• Gathers information for documentation deliverables.<br><br>• Analyzes application usability and reports the results of the analysis to project team throughout the course of the project. | • B.A. in English, Communications, or a related field<br><br>• 2 years writing technical and user documentation for software development |
| Senior Technical Writer | Under general supervision:<br><br>• Provides editorial feedback<br><br>• Reviews technical specifications to estimate time required to complete documentation tasks<br><br>• Participates in team meetings to improve product design and consistency to increase application usability<br><br>• Considers interface design as it relates to usability and the clarity of instructions.<br><br>• Creates, assembles, and edits technical and end | • B.A. in English, Communications, or a related field<br><br>• 2 years experience writing technical and user documentation for software development<br><br>• 1 year writing online help systems |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
|  | user documentation according to applicable style guidelines<br><br>• Ensures grammar, style, formatting, and consistency are applied throughout all documentation.<br><br>• Translates technical information into a format that is appropriate for technical and non-technical audiences.<br><br>• Limited responsibility for creating and/or editing graphics and illustrations<br><br>• Gathers information for documentation deliverables.<br><br>• Analyzes application usability and reports the results of the analysis to project team throughout the course of the project. |  |
| Specifications Writer | Under general direction:<br><br>• Analyzes customer and audience requirements to determine the type, scope, and complexity of required documentation.<br><br>• Creates, assembles, and edits specification documentation according to applicable style guidelines<br><br>• Translates technical information into a format that is appropriate for technical and non-technical audiences.<br><br>• Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.<br><br>• Considers interface design as it relates to usability and the clarity of instructions.<br><br>• Provides editorial feedback | • B.A. in English, Communications, Computor Science or a related field OR 2 years experience documenting software functional specifications<br><br>• 1 year experience analyzing customer requirements and drafting functional specifications<br><br>• MA or MBA can substitute for experience |
| Software Tester | Under direct supervision:<br><br>• Executes test cases and test plans created and/or assigned by others and documents results.<br><br>• Writes bug reports according to standard guidelines.<br><br>• Work with development staff to resolve and verify reported issues. | • High School Diploma<br><br>• 1 year experience testing software |
| Senior Software Tester | Under general supervision:<br><br>• Reviews draft specification documents<br><br>• Develops and documents test cases based on | • High School Diploma<br><br>• 2 years experience testing software |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | application specifications<br><br>• Writes test plans<br><br>• Provides input on time estimates for testing tasks<br><br>• Acts as the day-to-day testing point of contact on several projects at a time<br><br>• Executes test cases and test plans created and/or assigned by others and documents results.<br><br>• Writes bug reports according to standard guidelines.<br><br>• Work with development staff to resolve and verify reported issues. | |
| Lead Software Tester | Under general direction:<br><br>• Estimates time for testing tasks at a project level.<br><br>• Acts as the Project Test Lead on several projects at a time<br><br>• Reviews draft specification documents<br><br>• Develops and documents test cases based on application specifications<br><br>• Writes test plans<br><br>• Provides input on time estimates for testing tasks<br><br>• Acts as the day-to-day testing point of contact on several projects at a time<br><br>• Executes test cases and test plans created and/or assigned by others and documents results.<br><br>• Writes bug reports according to standard guidelines.<br><br>• Work with development staff to resolve and verify reported issues. | • High School Diploma<br><br>• 3 years experience testing software. |
| QA Spec Analyst | Under general direction:<br><br>• Estimates time for testing tasks at a project level.<br><br>• Creates preliminary test plans and test cases from specification documents<br><br>• Reviews draft specification documents | • High School Diploma<br><br>• 2 years work experience in an IT environment |
| Graphic Artist | • Assist Art Director in all aspects of graphic production<br><br>• Produce graphics according to design standards set forth by Art Director and/or Creative Director. | • Associate degree in Art<br><br>• 1 year of professional design experience |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | • Optimize graphics<br>• Layout and assembly | |
| Art Director | • Meet with clients and project team to gather design requirements<br>• Coordinate with Creative Director to define visual and technical direction for project<br>• Develop site map and screen flows<br>• Develop and present design comprehensives to client<br>• Create HTML site and/or structural templates<br>• Collaborate with development team (programming, project management, and quality assurance) to monitor implementation and provide support.<br>• Mentor and [in some cases] manage junior creative staff | • Bachelor degree in Art<br>• 3 years of professional design experience |
| Information Architect | • Meet with clients and project team to gather technical and application design requirements<br>• Develop methodologies to acquire user profile or demographic information [focus groups, interviews, SMEs, questionnaires, etc].<br>• Participates in team meetings to improve product design and consistency to increase application usability.<br>• Consider interface design as it relates to usability and the clarity of instructions.<br>• Creates, assembles, and edits technical and end user documentation according to applicable style guidelines.<br>• Ensures grammar, style, formatting, and consistency are applied throughout all documentation.<br>• Translates technical information into a format that is appropriate for technical and non-technical audiences.<br>• Designs site hierarchy and informational structure.<br>• Specifies application requirements.<br>• Gathers information for documentation deliverables.<br>• Analyzes application usability and reports the results of the analysis to project team throughout | • B.A. in English, Communications, or a related field<br>• 2 years of professional experience |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | the course of the project. | |
| Interface Designer | • Meet with clients and project team to gather technical and application design requirements.<br><br>• Coordinate with Creative Director and Information Architect to define technical requirements or structure for the application/site.<br><br>• Keep up to date on the latest findings and trends in the GUI and usability field including Federal Regulations on usable design [Section 508 requirements].<br><br>• Design user interface wire frames, screen-flows [storyboards] according to user profiles and application/site requirements.<br><br>• Develop site map and/or application hierarchy.<br><br>• Document screen functionality. | • B.A. degree in a communications related field<br><br>• 1 year of professional usability design experience |
| Interactive Media Programmer | • Meet with clients and development team to gather technical requirements.<br><br>• Design client/server interaction and develop technical specification.<br><br>• Develop, code, test, and debug applications.<br><br>• Work with team and QA to understand technical issues and provide resolution.<br><br>• Keep up to date on new technologies and integration of various rich media types.<br><br>• Document and comments code. | • Bachelor Degree<br><br>• 2 years of professional experience |
| Instructional Designer | • Meet with clients and project team to gather technical and application design requirements<br><br>• Coordinate with Creative Director to define technical and visual direction for project<br><br>• Work with client, subject matter experts and Producer to define project approach<br><br>• Research subject matter<br><br>• Develop project storyboards or game scenario | • B.A. degree majoring in educational, liberal arts, media or communication fields<br><br>• 2 years of professional instructional design experience |
| Interactive Producer | • Meet with clients and project team to gather technical and application design requirements<br><br>• Coordinate with Creative Director to define technical and visual direction for project<br><br>• Work with client, subject matter experts and Instructional Designer to define project approach | • Bachelor degree in computer science or technical training equivalent<br><br>• 3 years of professional programming experience |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | • Coordinate all aspects of development process and facilitate handoff between team members<br><br>• Facilitate acquisition or contract developers as necessary to produce audio, video, etc.<br><br>• Collaborate with development team (programming, project management, and quality assurance) to monitor implementation and provide support.<br><br>• Mentor and [in some cases] manage junior staff | |
| Creative Director | • Provide creative and technical guidance and direction to staff.<br><br>• Set design standards and ensure client satisfaction.<br><br>• Work with sales and marketing department to drive business.<br><br>• Organize and facilitate client creative sessions.<br><br>• Coordinate with design staff to define visual and technical direction for project.<br><br>• Monitor project progression and provide feedback to staff and project team.<br><br>• Review site maps and screen flows for usability, feasibility and architectural soundness.<br><br>• Maintain client relationships to ensure satisfaction.<br><br>• Troubleshoot project related problems and provide solutions.<br><br>• Collaborate with departmental officers (programming, project management) to set development process standards and ensure compliance.<br><br>• Mentor creative staff.<br><br>• Provide additional design support for all projects as necessary. | • Bachelor degree in Art<br><br>• 5 years of professional design experience |
| Project Manager | Under direct supervision:<br><br>• Serves as client point of contact and executes needs assessment, requirements analysis, and scope monitoring as required.<br><br>• Acts as liaison between client and Fig Leaf Software, to ensure that client's business goals and objectives are clearly identified and needs are met.<br><br>• Responsible for the overall management of the specific project tasks and ensuring that the technical solutions and schedules in the project are | • BA or BS from accredited university/college<br><br>• 1.5 years experience managing data internet working projects (project value $50K or less). |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | implemented in a timely and cost effective manner.<br><br>• Manages and enhances client expectations on a daily basis, as well as manage a project team from engagement through delivery<br><br>• Creates and maintains project plan, cost estimates, budgets, schedules, scope documents, and specification documents.<br><br>• Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.<br><br>• Identifies risks or roadblocks to these tasks and take timely and appropriate actions to resolve them to the satisfaction of both the client and the project team.<br><br>• Facilitates functional specification requirements interviews and creative sessions. | |
| Senior Project Manager | Under general supervision:<br><br>• Evaluates and performs resource forecasting and staffing needs assessment<br><br>• Demonstrates solid leadership skills and effectively communicate with multi-disciplined engineering and creative teams.<br><br>• Act as liaison between client and Fig Leaf Software, to ensure that client's business goals and objectives are clearly identified and needs are met.<br><br>• Responsible for the overall management of the specific project tasks and ensuring that the technical solutions and schedules in the project are implemented in a timely and cost effective manner.<br><br>• Manages and enhances client expectations on a daily basis, as well as manage a project team from engagement through delivery<br><br>• Creates and maintains project plan, cost estimates, budgets, schedules, scope documents, and specification documents.<br><br>• Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.<br><br>• Identifies risks or roadblocks to these tasks and take timely and appropriate actions to resolve them to the satisfaction of both the client and the project team. | • BA or BS from accredited university/college<br><br>• 2.5 years experience managing multiple large scale, enterprise-wide software implementation (project value $100K or higher). |

| POSITION | JOB DESCRIPTION | EDUCATION/WORK EXPERIENCE |
|---|---|---|
| | • Possesses strong MS Project and other project management tools | |
| Business Consultant | Under general supervision:<br><br>• Executes needs assessment, requirements analysis, and scope monitoring as required.<br><br>• Act as liaison between client and Fig Leaf Software, to ensure that client's business goals and objectives are clearly identified and needs are met.<br><br>• Creates and maintains specification documents<br><br>• Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs. | • BA or BS from accredited university/college<br><br>• 1 year experience analyzing complex data internet working projects |

**USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS**

PREAMBLE

(Name of Company) provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts.  We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact:

Bobby Hayes
Fig Leaf Software, Inc.
(202) 797-7711, ext. 106
(202) 797-7715
www.figleaf.com

**FEDERAL ACQUISITION SCHEDULE BEST VALUE BLANKET PURCHASE AGREEMENT**

Fig Leaf Software, Inc.

In the spirit of the Federal Acquisition Streamlining Act <u>(ordering activity)</u> and Fig Leaf Software, Inc. enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Acquisition Schedule Contract(s) _____.

Federal Acquisition Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers.  Teaming Arrangements are permitted with Federal Acquisition Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract.  The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

| | |
|---|---|
| Ordering Activity                    Date | Fig Leaf Software, Inc.                    Date |

## BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Acquisition Schedule Contract Number(s)_____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

(1)     The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER          *SPECIAL BPA DISCOUNT/PRICE

(2)     Delivery:

DESTINATION          DELIVERY SCHEDULES / DATES

(3)     The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

(4)     This BPA does not obligate any funds.

(5)     This BPA expires on _____ or at the end of the contract period, whichever is earlier.

(6)     The following office(s) is hereby authorized to place orders under this BPA:

OFFICE          POINT OF CONTACT

(7)     Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8)     Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

  (a)     Name of Contractor;

  (b)     Contract Number;

  (c)     BPA Number;

  (d)     Model Number or National Stock Number (NSN);

  (e)     Purchase Order Number;

  (f)     Date of Purchase;

  (g)     Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and

  (h)     Date of Shipment.

(9)     The requirements of a proper invoice are specified in the Federal Acquisition Schedule contract.  Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10)     The terms and conditions included in this BPA apply to all purchases made pursuant to it.  In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

**BASIC GUIDELINES FOR USING "CONTRACTOR TEAM ARRANGEMENTS"**

Federal Acquisition Schedule Contractors may use "Contractor Team Arrangements" (see FAR 9.6) to provide solutions when responding to a customer agency requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Acquisition Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Acquisition Schedule Contract.

Participation in a Team Arrangement is limited to Federal Acquisition Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.

- Federal Acquisition Schedule Contractors may individually meet the customers needs, or -

- Federal Acquisition Schedule Contractors may individually submit a Schedules "Team Solution" to meet the customer's requirement.

- Customers make a best value selection.